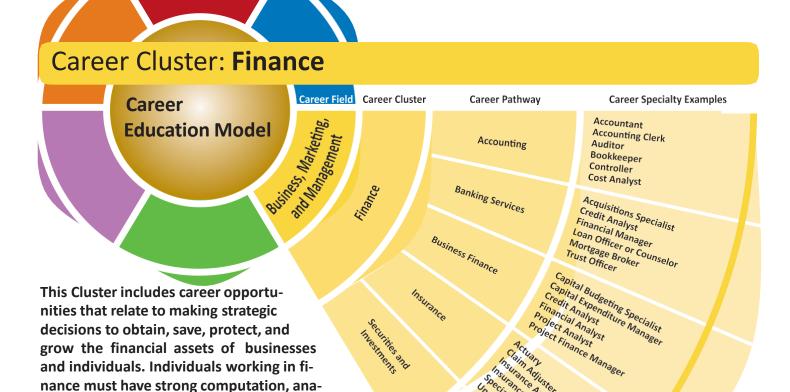
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Career Pathways Descriptions

lytical, and interpersonal skills.

Accounting encompasses careers that record, classify, summarize, analyze, and communicate a business's financial information/business transactions for use in management decision-making. Accounting includes such activities as bookkeeping, systems design, analysis, and interpretation of accounting information.

Banking Services is primarily concerned with accepting deposits, lending funds, and extending credit. Banking services include cash management, short-term investments, mortgages and other loans, credit cards, and bill payment. Banking services are delivered via a number of different institutions, from commercial banks (the largest group) and other traditional means (savings and loans associations, credit unions, and local banks) to newer ventures through brokerage houses, and the Inter- net.

Business Finance provides policy management and strategy for (and the implementation of) capital structure, budgeting, and acquisition and investment, financial modeling and planning, funding, dividends, and taxation.

Insurance is an industry that exists to protect individuals and businesses from financial losses, and delivers "products" that transfer risk from an individual or business to an insurance company.

Securities and Investments consists of brokerage firms, investment banks, and stock exchanges, all of which support the flow of funds from investors to companies and institutions. Related services include financial planning, asset management, hedge fund management, and custody services.

Are you the treasurer of a club or organization?
Do you enjoy working with numbers?
Do you balance your checkbook?
Are you interested in the stock market?
Do you like to operate calculators?
Are you comfortable following detailed plans for work?

Occupations Examples Levels of Education and Earnings*

* Data from AZCIS

	National Annual Median Wage	Arizona Annual Median Wage					
Short-Term, On-the-Job Training (Less than One Month)							
Bank Tellers	\$26,410	\$26,200					
<u>Loan Clerks</u>	\$37,710	\$42,270					
Moderate-Term, On-the-Job Training (One to Tw	elve Months)						
Bill and Account Collectors	\$34,440	\$34,020					
Brokerage Clerks	\$48,180	\$48,080					
Credit Checkers and Authorizers	\$35,280	\$38,570					
Insurance Agents	\$48,200	\$46,850					
Insurance Policy and Claims Clerks	\$37,530	\$35,480					
<u>Tax Preparers</u>	\$36,450	\$38,740					
Long-Term, On-the-Job Training (Over One Year)	n-the-Job Training (Over One Year)						
Insurance Adjusters and Examiners	\$62,980	\$55,640					
Bachelor's Degree							
Accountants and Auditors	\$67,190	\$58,620					
<u>Actuaries</u>	\$97,070	\$86,690					
Budget Analysts	\$71,590	\$66,010					
Credit Analysts	\$69,680	\$70,770					
Financial Analysts	\$80,310	\$66,640					
Financial Counselors	\$89,160	\$67,200					
Insurance Underwriters	\$65,040	\$62,600					
<u>Loan Officers</u>	\$63,430	\$63,190					
Securities Salespeople	\$71,550	\$49,740					
Work Experience Plus a Bachelor's or Higher Degree							
<u>Financial Managers</u>	\$117,990	\$98,950					



Career Plan of Study

Learner Name	Date
Learner Signature	Advisor Signature
Parent/Guardian Signature (if required)	
This plan of study should serve as a guide, along with other career plannin this plan are only recommended coursework and should be individualized to mee	
high school graduation requirements as well as college entrance requirements.	•

	9 th Grade	10	th Grade	11 th Grade		12 th Grade	
	English I	English II Geometry or Algebra II		English III		English IV	
School	Algebra I or Geometry					Trigonometry or Statistics	
	Physical Science or Biology I	Biology I or Chemistry I		Chemistry, or Physics		Economics	
	Geography/State History	World History Required Courses/Electives PE, Health, Art, Foreign Language, or Computer Technology		American History		Government	
8	Required Courses/ Electives			Additional High School Electives	7	Technology Center Electives	
	PE, Health, Art, Foreign			Accounting I & II		Accounting Services	
HIGH	Language, or Computer			Business Law		Financial Services	
37)	Technology			Personal Finance		Insurance Services	
	Career Electives	Career Electives		Applied Economics			
	Computer Applications I	Computer A	Applications II	International Business			
	Career Orientation						
Post- Secondary	Career/Technical Co	r/Technical College Co		mmunity College		College/University	
	Accounting Services			Financial Support Services	↑ A	ccounting	
	Financial Services	Actuarial So		ciences	B B B C C C C C C C C C C C C C C C	usiness, Managerial Economics	
5 6	Insurance Services	Accounting		1		inance	
P.C.	Finance			Insurance & Risk Management			
Se			, i manos		ν 111	carance a rick management	
٠,	Work-based Learning O	ptions	Short-Term T	raining Options			
5	Job-Shadowing:	•	Basic Insura	<u> </u>			
5			Ethics in Fin	ancial Services			
all Suc	Internship/Mentorship:		Peachtree fo	or Windows			
Options	Quickbooks						
10	On-The-Job Training:		orting Requirements				
100		Bank Services		•			
Career Emilancement Options							
			Business Wi	_			
			Business Co	ommunications			